

NOBI CLASSMATE PC VS STANDARD NETBOOKS



| Value Proposition | Important User Requirements | Nobi Convertible 10.1" | Nobi Clamshell 10.1" | Standard 10.1" Netbooks | Standard 10.1" Tablet |
|-------------------------------|--|--|---|---|---|
| Increased Protection | Durability and Design Characteristics | Designed to survive up to 60cm (2.3ft) drop on hard surface. (2) Hard disk shock protection built in. MORE durable than any tablet ¹ | Designed to survive up to 60cm (2.3ft) drop on hard surface. (2) Hard disk shock protection built in. MORE durable than most notebooks ¹ | No standard drop test. LESS durable than notebooks | No Standard drop test. LESS durable than most notebooks |
| | Ergonomics and Transportability | Built-in case and handle for extra protection and easy transportation | Built-in case and Handle for extra protection and easy transportation | No Built-in Case and Handle, easy to drop and damage | No Built-in Case and Handle, easy to drop and damage |
| | Environmental Water and Dust Protection | Water-resistant keyboard, touchpad, and LCD screen withstands inadvertent liquid spills. Designed to meet IP4 dust resistance test criteria | Water-resistant keyboard withstands inadvertent liquid spills | Not water nor dust resistant | Not water nor dust resistant |
| Better User Experience | Feel Bundled | Industrial rubber surface gives a more rugged feel and better grasp. Child Friendly Design with rotating webcam | Hard shelled with kid friendly design | Standard notebook design | Standard notebook design |
| | Software Usage | Education Softwares including SMART software suite (by request). Touchscreen optimized programs such as E-Book Reader, Note-Taking program, Art Drawing program, video/picture capture, and hand writing recognition. Other extras include USB Generation Tool for image backup and HDD protection | Education Softwares including SMART software suite (by request). E-Book Reader Software included | No education software | No education software |
| | | Purpose built for education, touchscreen allows for inking (resting palms on screen for notetaking) | Purpose built for education, rugged design for kid's usage | Not purpose built for education | Not purpose built for education, multi-touch screen for entertainment, not for inking |
| Environmental Friendly | Energy Consumption and Compliance | More power efficient - designed to be Energy Star 5.0 compliant | More power efficient - designed to be Energy Star 5.0 compliant | No advanced environmental issues addressed for personal computers | No advanced environmental issues addressed for personal computers |

¹60cm concrete slab condition for non-operation free drop